

## Message Text

UNCLASSIFIED

PAGE 01 PANAMA 07281 262159Z

20

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 050927

R 262111Z NOV 75  
FM AMEMBASSY PANAMA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5906  
AMEMBASSY GUATEMALA  
AMEMBASSY MANAGUA  
AMEMBASSY SAN JOSE  
AMEMBASSY SAN SALVADOR  
AMEMBASSY TEGUCIGALPA

UNCLAS PANAMA 7281

ATTENTION: BIC/SAD

E.O. 11652: N/A

TAGS: BEXP, PN

SUBJECT: UDOC CATALOG SHOW IN CENTRAL AMERICAN COUNTRIES

REF: A) USDOC 15938 (B) PANAMA A-154, SEPT. 15, 1975

1. ON BASIS MARKET DATA AND ANALYSIS SUBMITTED IN OUR MOST RECENT BEST PROSPECTS REPORT (REF B), BUILDING AND CONSTRUCTION SUPPLIES AND EQUIPMENT (BCSE) PRODUCT CATEGORY REPRESENTS HIGH POTENTIAL FOR EXPANSION OF U.S. EXPORTS IN PANAMA. WHILE PRESENT SLACK IN PRIVATE CONSTRUCTION ACTIVITY EXPECTED TO PARTIALLY DAMPEN INTEREST IN IMMEDIATE BUYING, STEP UP IN GOVERNMENT PROJECTS AND STRONG INTEREST BY CONSTRUCTION SECTOR IN NEW PRODUCTS AND LABOR-SAVING TECHNIQUES SHOULD ENSURE GOOD ATTENDANCE AND PRODUCE EXCELLENT RESULTS FOR MEDIUM AND LONGER-TERM. EMBASSY LOOKS FORWARD, THEREFORE, TO SUCCESSFUL BCSE CATALOG SHOW MARCH 15 THROUGH 17.

2. EMBASSY HOPES THAT RENOVATION OF GROUND-FLOOR QUARTERS FOR ITS NEW COMMERCIAL LIBRARY (MEASURING 20 BY 35 FEET) WILL BE COMPLETED BY MARCH. ITS USE FOR THIS EXHIBIT WOULD SAVE RENTAL AND RECEPTION COSTS AND INCREASE BUSINESS COMMUNITY  
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PAGE 02 PANAMA 07281 262159Z

FAMILIARITY WITH AND USE OF THIS MORE ACCESSIBLE EMBASSY

COMMERCIAL FACILITY. TENTATIVE RESERVATIONS WILL BE MADE FOR  
ALTERNATE SITE IN EVENT THESE NEW QUARTERS NOT READY IN TIME.

3. FOLLOWING BUDGET ESTIMATES SUBMITTED AS REQUESTED REF A.  
SITE RENTAL FOR EXHIBIT AND RECEPTION COULD ADD \$350 OR MORE  
TO COSTS.

A. PROMOTION CAMPAIGN	\$100
B. PRINTING	200
C. LIBRARIAN/RECEPTIONIST (2 WEEKS)	250
D. EXHIBITION SET-UP, RACKS	250
E. HOSPITALITY (75-125 GUESTS)	200
F. MISCELLANEOUS AND OVERTIME	100
TOTAL EXPENSES	\$1,100

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 26 NOV 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Source:** CORE  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Status:** NATIVE  
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**TAGS:** BEXP, PN  
**To:** COM  
**Type:** TE  
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